

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Marinco

Corporation for Manufacturing Excellence (Manex)

Marinco Gets a Makeover Using Lean Techniques

Client Profile:

Marinco offers a wide selection of electrical and specialty products for marine and RV applications. Customer channels include boat builders and the retail/wholesale markets. The company additionally produces specialty electrical products for demanding industrial applications. Founded 23 years ago, Marinco is located in Napa, California and employs 160 people.

Situation:

As Marinco's business grew, the goal of streamlining the shipping process became a priority. The company recognized the need to optimize the picking, packing, and shipping of orders to eliminate non-value-added activities and satisfy the needs of its customers. It became apparent to management that the warehousing and distribution center needed to be revamped, and Marinco began searching for a way to improve productivity without adding more space. The company asked the Corporation for Manufacturing Excellence (Manex), a NIST MEP network affiliate, for assistance.

Solution:

Manex contacted its partner, Nemat Associates, and the two organizations worked together to develop a smooth, seamless process for Marinco's warehouse. Manex applied lean principles throughout the warehouse and distribution center--storing high-volume items closest to the packing line and organizing the workspace--to eliminate wasted time and motion. The changes resulted in improved cycle time, and orders can now be picked and shipped on the same day.

The lean workplace organization principle of 5S (sort, set in order, shine, standardize, sustain) is an important process improvement tool. Manex taught every Marinco employee the importance of a clean, organized work space and provided them with the skills to periodically assess and maintain the improvements made during the project.

To reduce the financial burden of this undertaking for Marinco, Manex provided access to specialized funding. After a dramatic facility reorganization, Marinco found that its customer response time improved significantly.

Results:

- * Increased productivity by 20 percent.
- * Improved customer response time by 24 hours.
- * Decreased warehouse space by 30 percent.
- * Improved internal communications and employee morale.

Testimonial:

"Working with the Corporation for Manufacturing Excellence made the process seem very easy in terms of efficiency and smoothness. Many companies could learn valuable lessons from Manex. We

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look forward to working with Manex in the future when the need arises."

David Allen, Vice President, Manufacturing & Operations